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Message Text

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PAGE 01 ABU DH 01201 010945Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
----------122787 011003Z /17
R 010749Z MAY 78
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 7755
AMEMBASSY DOHA

UNCLAS ABU DHABI 1201

E O 11652: NA
TAGS: BTRA, BEXP, TC
SUBJ: TRAVEL OF ABU DHABI CHAMBER OF COMMERCE PRESIDENT

1. ASAAD AHMED ARAR, GENERAL MANAGER OF SAEED BIN AHMED AL OTAIBA & SONS, PLANS TO VISIT THE US THROUGHOUT THE MONTH OF JUNE, 1978. HE WILL ACCOMPANY SAEED BIN AHMED AL OTAIBA, PRESIDENT OF THY ABU DHABI CHAMBER OF COMMERCE, FATHER OF THE UAE'S PETROLEUM MINISTER AND CHEVROLET AND CADILLAC REPRESENTATIVE IN ABU DHABI.

2. MR. ARAR HAS REQUESTED ASSISTANCE IN ARRANGING APPOINTMENTS WITH THE FOLLOWING COMPANIES:
COCA-COLA-MIDDLE EAST MARKETING DIRECTOR; JEFFERSON CHEMICAL DIVISION OF TEXACO TO DISCUSS PETROCHEMICLAS, LUBRICANTS, AND DRILLIN
G
FLUIDS; PHILCO DIV. OF FORD TO DISCUSS ELECTRICAL APPLIANCES; BOEING TOMDISCUSS AIRPLANE SALES TO GULF AIR; ELECTRONIC COMPANIES TO DISCUSS NAVAIDS AND AIRPORT ELECTRONIC SYSTEM; CONSTRUCTION COMPANIES TO DISCUSS POSSIBLE SECOND ABU DHABI-QATAR HIGHWAY. HE ALSO EXPRESSED AN INTEREST IN COMPANIES MAKING MILITARY EQUIPMENT, BUT DID NOT SPECIFY TYPES OF EQUIPMENT.

3. MR. OTAIBA PLANS TO VISIT NEW YORK AND DETROIT AND IS WILLING TO TRAVEL TO OTHER CITIES AS NECESSARY. COMPANY IS ONE
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OF THE LARGEST IN ABU DHABI, COMPETENTLY MANAGED, AND HAS ACCESS TO WHATEVER AMOUNT OF CAPITAL IT NEEDS. AS HEAD OF THE CHAMBER OF COMMERCE, MR. OTAIBA IS NOT ONLY A VERY IMPORTANT BUSINESSMAN BUT ALSO IS A KEY FIGURE IN LICENSING AND REGULATING COMPANIES DOING BUSINESS IN ABU DHABI.

4. ACTION REQUESTED. EMBASSY ASKS THAT USDOC CABLE NAMES AND

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ADDRESSES OF APPROPRIATE OFFICIALS TO POST AND ALSO DIRECTLY TO MR. ARAR, TELEX NUMBER 2329 SAMTAIBA AH. EMBOFF HAS OUTLINED US POLICY ON ARMS SALES TO THE LOWER GULF BUT OTAIBA IS STILL INTERESTED IN REPRESENTING COMPANIES IN THAT SECTOG. MR. ARAR SAID HE BELIEVES THQT FORD AND COKE WOULD BE COMING OFF THE BLACKLIST SHORTLY.
DICKMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Concepts: n/a
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Draft Date: 01 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Format: TEL
From: ABU DHABI
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2534290
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OF ABU DHABI CHAMBER OF COMMERCE PRESIDENT
TAGS: BTRA, BEXP, TC
To: COM
Type: TE
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